

MANUFACTURING EXTENSION PARTNERSHIP

Success Stories from the Field

Girard Equipment Inc

New Jersey Manufacturing Extension Program

Lean Manufacturing Leads To Cost Savings At Girard Equipment

Client Profile:

Girard Equipment, Inc. is a family owned and operated manufacturer of safety equipment, including pressure relief vents and magnetic vacuum breakers, serving chemical transport companies and tank transport equipment builders. Founded in 1952 in Rahway, New Jersey, this 26 person company has annual sales of approximately \$7 million.

Situation:

Girard Equipment's president was introduced to representatives of the New Jersey Manufacturing Extension Program (NJMEP), a NIST MEP network affiliate, at an industry trade show. He asked the organization to use its capabilities to assist his company's planning and growth strategies.

Solution:

NJMEP conducted a general business assessment at Girard Equipment and noted opportunities for improvement in the company's production processes and management systems. After discussing Girard Equipment's future plans and prioritizing its needs, NJMEP commenced a lean manufacturing program at the Rahway facility.

Four members of the Girard Equipment manufacturing team attended a NJMEP Principles of Lean Manufacturing workshop, which was followed by a value stream mapping (VSM) program. A VSM maps the "as is" manufacturing processes for a major product line, pinpoints areas that need improvement, and helps the company to create a "to be" map for the future. NJMEP managed the program, working in cooperation with the Center for Manufacturing Systems (located at the New Jersey Institute of Technology, Newark, New Jersey). Working from the VSM, Girard Equipment implemented programs to optimize material replenishment methods and appropriate order points/quantities, reduced lead times and equipment set-up times, and increased the number of inventory turns. The company plans to make additional improvements throughout the facility.

Results:

Saved between \$20,000 and \$30,000 in operating costs annually.

Reduced lead times.

Increased sales.

Improved employee retention rates.

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Testimonial:

"The New Jersey Manufacturing Extension Partnership helped me realize the full potential of our business. They explained that we are not alone with the problems we face and they are quick to offer a possible solution and make good concrete recommendations from industry professionals who've been there. NJMEP has helped our small manufacturing firm offset most of Governor McGreevy's Corporate Business Tax, enacted last year."

Tim Girard, President